

Standard Discounts off of Vendor's MSRP List Price

Discounts off of MSRP for Apple-Branded Products and Services	
Manufacturer/ Product Line/ Product Category/ Service Categories/ Training Categories	DIR Customer Discount % off MSRP List Price
Desktops:	
iMac	5.00%
Mac Mini	5.00%
Mac Pro	7.00%
Laptops:	
MacBook Air	5.00%
MacBook Pro	8.00%
Other Hardware:	
Printers	8.00%
Apple Branded Mac Accessories and Supplies	8.00%
iPods:	
Shuffle	3.00%
Nano	3.00%
Touch	3.00%
Related Services:*	
1 Day Project Management Deployment**	5.00%
1 Day Architecture and Integration Services**	5.00%
1 Day Technical Assistance**	5.00%

*Factory imaging and asset tagging services will receive the same discount as the unit to which such services relate

** Services to include Installation of standard equipment and products, training, imaging and tagging of inventory

Pricing on iPad Products based on Apple Education List Price – Offers available to all DIR Customers

iPad Air 1	Apple Part Numbers	Price Point
iPad Air Wi-Fi 16GB - Space Gray	MD785LL/B	\$383.00
iPad Air Wi-Fi 16GB - Silver	MD788LL/B	\$383.00
iPad Air Wi-Fi 32GB - Space Gray	MD786LL/B	\$433.00
iPad Air Wi-Fi 32GB - Silver	MD789LL/B	\$433.00
iPad Air Wi-Fi + Cellular for AT&T 16GB - Space Gray	ME991LL/B	\$508.00
iPad Air Wi-Fi + Cellular for Verizon 16GB - Space Gray	ME993LL/B	\$508.00
iPad Air Wi-Fi + Cellular for Sprint 16GB - Space Gray	ME020LL/B	\$508.00

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iPad Air Wi-Fi + Cellular for T-Mobile 16GB - Space Gray	ME496LL/B	\$508.00
iPad Air Wi-Fi + Cellular for AT&T 16GB - Silver	ME997LL/B	\$508.00
iPad Air Wi-Fi + Cellular for Verizon 16GB - Silver	ME999LL/B	\$508.00
iPad Air Wi-Fi + Cellular for Sprint 16GB - Silver	ME021LL/B	\$508.00
iPad Air Wi-Fi + Cellular for T-Mobile 16GB - Silver	ME502LL/B	\$508.00
iPad Air Wi-Fi + Cellular for AT&T 32GB - Space Gray	MF003LL/B	\$558.00
iPad Air Wi-Fi + Cellular for Verizon 32GB - Space Gray	MF004LL/B	\$558.00
iPad Air Wi-Fi + Cellular for Sprint 32GB - Space Gray	MF024LL/B	\$558.00
iPad Air Wi-Fi + Cellular for T-Mobile 32GB - Space Gray	MF520LL/B	\$558.00
iPad Air Wi-Fi + Cellular for AT&T 32GB - Silver	MF529LL/B	\$558.00
iPad Air Wi-Fi + Cellular for Verizon 32GB - Silver	MF532LL/B	\$558.00
iPad Air Wi-Fi + Cellular for Sprint 32GB - Silver	MF025LL/B	\$558.00
iPad Air Wi-Fi + Cellular for T-Mobile 32GB - Silver	MF527LL/B	\$558.00

iPad Air 2	Apple Part Numbers	Price Point
iPad Air 2 Wi-Fi 16GB - Space Gray	MGL12LL/A	\$479.00
iPad Air 2 Wi-Fi 16GB - Silver	MGLW2LL/A	\$479.00
iPad Air 2 Wi-Fi 16GB - Gold	MH0W2LL/A	\$479.00
iPad Air 2 Wi-Fi 64GB - Space Gray	MGKL2LL/A	\$579.00
iPad Air 2 Wi-Fi 64GB - Silver	MGKM2LL/A	\$579.00
iPad Air 2 Wi-Fi 64GB - Gold	MH182LL/A	\$579.00
iPad Air 2 Wi-Fi 128GB - Space Gray	MGTX2LL/A	\$679.00
iPad Air 2 Wi-Fi 128GB - Silver	MGTY2LL/A	\$679.00
iPad Air 2 Wi-Fi 128GB - Gold	MH1J2LL/A	\$679.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 16GB – Space Gray	MH2U2LL/A	\$609.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 16GB – Silver	MH2V2LL/A	\$609.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 16GB – Gold	MH2WSLL/A	\$609.00

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iPad Air 2 Wi-Fi + Cellular (Apple SIM) 64GB – Space Gray	MH2M2LL/A	\$709.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 64GB – Silver	MH2N2LL/A	\$709.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 64GB – Gold	MH2P2LL/A	\$709.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 128GB – Space Gray	MH312LL/A	\$809.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 128GB – Silver	MH322LL/A	\$809.00
iPad Air 2 Wi-Fi + Cellular (Apple SIM) 128GB – Gold	MH332LL/A	\$809.00

Volume Purchase Program Credit for Schools (VPP Credit)

Volume Purchase Program Credit (VPP Credit) allows your organization to provide credit to administrators within your School that are registered in the Volume Purchase Program. VPP Credit can be purchased in variable amounts and is delivered through email to the Account holder.

VPP Credit D6702Z/A	Price point based on VPP Credit Amount purchased.
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Additional Volume Discounts for Apple Products

Minimum additional discounts for Volume Purchases: Apple will provide the following additional minimum discounts for DIR based on the overall dollar amounts of the purchase order. Discounts are applicable to Apple branded desktops, laptops, and Mac accessories. They exclude orders for Apple-branded iPad products, Apple branded software and Apple maintenance on software. The minimum discounts are not stackable with other offers.

Order Size	Minimum Discount
\$150K to \$249K	Additional 4.00% discount from list price
\$250K to \$499K	Additional 5.00% discount from list price
\$500K to \$999K	Additional 6.00% discount from list price
Over \$1M	Additional 7.00% discount from list price